

**Iowa Department of Natural Resources  
Natural Resource Commission**

---

**ITEM**

**10**

**DECISION**

**TOPIC            COMMERCIAL CONCESSION CONTRACT – STORM LAKE MARINA**

---

The Commission is requested to approve the Storm Lake commercial concession contract to Robert Kelly, dba Shamrock Boat Sales.

Notice of concession availability was published in the Des Moines Register Sunday Business Opportunities section on November 18, 2007, for Storm Lake Marina. Notices were also published in eight local/regional papers October 16-21, 2007. Individual notices were mailed to 34 people in and around the Storm Lake region. One bid was received.

Robert (Bob) Kelly, dba Shamrock Boat Sales of Carnarvon, Iowa, proposes a five-year contract offering the following services:

1. Snack-food service (pop, candy, chips, ice cream, etc.)
2. Convenience store items (ice, batteries, etc.)
3. Complete boat and motor repair services
4. Seasonal boat storage (limited to boat repair/storage building and fenced maintenance area)
5. Boat and motor sales
6. Provision of boat gas and oil sales
7. Boating accessories (ski ropes, inflatables, props, lighting equipment, etc.)
8. Boat rental
9. Operation of marina dock slip rental
10. Hoist installation and removal including temporary storage
11. Dock and hoist sales
12. Bait and tackle sales
13. Hunting and fishing license sales
14. Café/grill operation (to be operational in 2009)

The proposed fees to be paid to the State are: 1% of gross receipts (less sales tax) for contract years 2008-2010 and 1.5% of gross receipts (less sales tax) for contract years 2011-2012.

Mr. Kelly has been in the marine business for 35 years. During the first 30 years of his career, he was employed by Paul Alesch who owned and operated Shamrock Boat Sales. The operation provided sales and service of boats, motors, trailers, docks, hoists, and general marine accessories. Additional services included dock and hoist installation and removal, gas sales, boat storage, and dock and slip rental. Mr. Kelly purchased the business from Mr. Alesch in 2003 and currently employs five full time employees. Mr. Kelly has been a master mechanic with Mercury Marine for the past 25 years.

Staff at Black Hawk State Park will assist with monitoring the operation. Staff recommends approval of the Storm Lake commercial concession contract to Robert Kelly, dba Shamrock Boat Sales.

Ken Herring  
Division Administrator  
Conservation and Recreation Division  
April 10, 2008